



# MassEcon

Location is everything.

May - June 2010

News Update for Members

## MassEcon News

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Team New England at CoreNet in New Orleans

### CoreNet Global Summit, New Orleans

From April 18-20 MassEcon joined MassDevelopment and members of Team New England at the CoreNet Global Summit in New Orleans. The summit served as a valuable platform for real estate representatives, economic development specialists and business leaders to share strategies and insight on future business opportunities as the economic climate improves. Team New England hosted a reception as well as a booth on the tradeshow floor. Both events were a success and drew executives from companies including Jones Lang LaSalle, ADP, Fischer and Company, Mohr Partners, Coca-Cola, Black Rock Financial, and Nestle.

### 2010 BIO International Convention, Chicago

From May 3-6 MassEcon again joined with Team New England to host a booth at the BIO International Convention in Chicago. MassEcon also hosted a dinner reception in Chicago on May 6th for site location consultants and Chicago business representatives. The reception theme, *Grow here: Clean & Green Technology in Massachusetts* featured a presentation from Art Robert, Industry Director at the Massachusetts Office of Business Development. The dinner reception drew consultants from companies including Grubb & Ellis, DLA Piper, GVA Chicago, Jones Lang LaSalle, and Lincoln Property Company.



MassEcon hosted a Clean and Green Technology Dinner Reception on May 6th in Chicago

### Member & Board Meeting Featuring Carlos Martizez-Vela

On May 14, the Director of Innovation Policy at Mass Tech Collaborative (MTC), Carlos Martizez-Vela, presented the [2009 Index of the Massachusetts Innovation Economy](#), an annual research document completed at the MTC's John Adams Innovation Institute. Carlos highlighted Massachusetts as a top 10 technology cluster in the United States and cited the state's leading figures in number of patents filed, VC investment, and strength of education. The presentation was followed by a Q&A and networking session.

### ReadyMass On Location Initiative

On May 19th, MassEcon welcomed five national site location consultants to Massachusetts as part of the *ReadyMass* initiative, a program showcasing Massachusetts as a premier business location. MassEcon members, regional and local partners, and private sector Ambassadors contributed in hosting the consultants. Hosts included executives from **Citizens Bank, Western Mass Electric Co, Cutler Associates, City of Boston, Microsoft, Boston Coach, The Kraft Group, and Zipcar**. The three- day ReadyMass agenda included a welcome reception at the Liberty Hotel with **Secretary Greg Bialecki**, a roundtable discussion of local business experiences at Microsoft's NERD Center, and a lunch with college presidents. The ReadyMass visit introduced the consultants – who are influential in advising companies on where to locate – to the range of statewide assets for business growth. MassEcon is continuing dialogue with the consultants and plans to keep them up to date with all of MA's initiatives. Stay tuned for a full executive summary of the visit.



Click the map above to read about the consultants who participated in the ReadyMass On Location visit

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## CALENDAR

June 18 Annual  
Conference

July 15 Summer  
Reception

September 15  
**(Note-New Date)**  
Economic Impact  
Awards Finalist  
Reception for Event  
Sponsors



MassEcon is now on Twitter at [www.twitter.com/massecon](http://www.twitter.com/massecon)

## Committee Activity

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### MassEcon's 2010 Committees Are Underway

- Marketing:  
Michelle Cammarata, *KPMG*, and Gen Cahill, *BSC Group*, Co-Chairs
- Location Support:  
John Ziemba, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs
- Programs and Events:  
Geoff Howell, *DLA Piper*, David Hayes, *BSC Group*, Co-Chairs.
- Membership:  
Rob Reilly, *Fidelity*, Doug Landry, *VHB*, Jack Burns, *CresaPartners*, Co-Chairs

If you have missed a meeting and would like to read the last meeting Minutes, or are still interested in joining a committee, please contact [Mary Duggan](#).

## MassEcon Events of Note

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### Annual Conference

Date: **June 18, 2010**

Time: 8:00AM-8:30AM Registration and Continental Breakfast

8:30AM-10:30AM Panel and Q+A

Location: Newton Marriott Hotel

### The Shape of Things to Come: Massachusetts 2020

Moderator: **Curt Nickisch**, Business & Technology Reporter, WBUR

Panelists:

**Jamie Goldstein**, North Bridge Venture Capital

**Greg Herrema**, Thermo Fisher Scientific

**Mark Nemec**, Forrester Research

**Frank van Mierlo**, 1366 Technologies

Sponsors: **Dacon Corporation, DLA Piper, Ozzy Properties**

### Summer Reception

Date: **July 15, 2010**

Location: The Federal Reserve Bank, Boston

Time: 3:30-4:30PM Members Meeting

4:30-6:30PM Reception

Featured Guest: Senator Karen Spilka, Chair, Joint Committee on Economic Development and Emerging Technologies

### Economic Impact Award Finalist Reception

September 15, 2010

Location: UMass Club, 225 Franklin Street, Boston

Time: 4-6pm

By Invitation Only

The Economic Impact Award Nomination form is now available! [click here](#)

**ID # 2371:** MassEcon was contacted by an in-state site location consultant that was working with a food processing company seeking a 100,000-200,000 SF Freezer/Refrigeration facility to buy within a 30 mile radius of Boston.

*Notes:* As with most consultants, timing was very important and potential facilities were needed immediately – from the first phone call through Bulletin submissions, to the vetting of properties, the whole process took 3 days.

**ID # 2372:** A MassEcon member asked for some help identifying potential sites along the PanAm rail line for a client seeking a 50,000-100,000 SF industrial facility. The company wanted to know about potential land sites to build, but preferred an existing facility.

*Notes:* MassEcon was able to put three members in contact with the member that brought the project to us: Pioneer Valley Railroad, Core Investments, and Ozzy Properties. In fact, based upon a conversation, the facility at Osgood Landing became a possibility for the client.

**ID # 2373:** Working jointly with MOBD, MassEcon was contacted by an international electronic manufacturing company seeking 40,000-50,000 SF to lease in Franklin or a surrounding community. Requirements included 12,000 SF warehouse space, 12,000 SF manufacturing space, 4,000 SF office, 4 loading docks, 21' clear ceilings, 60+ parking spaces. Company would prefer to be a single tenant.

*Notes:* After a bit of a slowdown in international requests, there have been a couple of requests that have come into MassEcon recently. These requests oftentimes require some element of government relations work.

**WIN ID # 2296:** Project Net, June 2009. MassEcon was invited to an initial meeting with the Massachusetts Office of Business Development to meet with a company considering Massachusetts for a regional headquarters. The representative asked that his search be kept confidential, and although MassEcon gave a brief overview of the office marketplace for Canton, Dedham, Lexington, Natick, Needham, Newton, and Waltham, MassEcon did not do an actual search since the company already employed a broker.

*Update:* in March, Cbeyond signed a 20,125-square-foot lease on the second floor at 1 Burlington Woods in Burlington with CB Richard Ellis as its broker.

**UPDATE ID # 2356:** MassEcon was contacted by an out-of-state consultant whose company was responding to an RFP for the Massachusetts Department of Energy Resources (DOER). The DOER grant could lead to development across the state for organic waste to energy power plants. The company sought locations that could accommodate 10-12 waste trucks per day and that were approximately 10 acres.

*Update:* The consultant believes that Massachusetts is still in play.

## Ask the Expert!

Thank you to those who submitted questions to AMAG Pharmaceuticals EVP and CFO, David Arkowitz. Visit the portal to see our latest featured Expert, **Jeffrey Leathe, CEO of BIOCIUS Life Sciences**. Please submit your questions and read the company's Massachusetts story [here](#).

Ask the Expert Jeffrey Leathe



## Member News

**Member Survey!** MassEcon is still looking to its members for feedback. Thank you to those who have already submitted their surveys. MassEcon values member input, so please take a minute to fill out a survey and email it to [Mary Duggan](#).

**New Landmark Group** worked with **MassDevelopment** and the **Massachusetts Office of Business Development** on a **165,000SF** lease in Devens. The **\$18M** investment in Devens is expected to create 49 manufacturing jobs.

**KPMG LLP**. relocated to 2 Financial Center, expanding its office space with a 115,000SF lease. **Lincoln Property Company** constructed 2 Financial Center in a joint venture.

**Michelle Cammarata**, formally a Vice President at CresaPartners, joined KMPG team as a Manager in Global Location & Expansion Services.

**Symmes Maini & McKee Associates** recently received a 2010 Excellence in Design Award from the Environmental Design & Construction Magazine. The Cambridge-based design firm received the award for its planning and design work for the new Blue Cross & Blue Shield Building in Providence, RI. Click [here](#) to read more. Also at SMMA, Senior Vice Presidents **Marie Fitzgerald** and **Alex Pitkin** were appointed to the firm's Board of Directors.

**David Tibbetts**, Co-founder and long time General Counsel of the **Merrimack Valley Economic Development Council** (MVEDC), was recently named president of the organization. Tibbetts can also be heard Thursday mornings on Lowell-based WCAP radio, reporting on current happenings in the Merrimack Valley.

**Quincy 2000** held a meeting with the state's economic development team to promote the redevelopment of Quincy's downtown. A new concourse around the city will allow for more pedestrian access while keeping intact the historic elements of the city. Click [here](#) to learn more.

The **AGC of Massachusetts** will celebrate its 75th anniversary at its annual meeting this June. The Association has grown to one of the most active of the 96 chapters across the country offering its members advocacy, management education, and safety training for the industry.

The **Massachusetts Port Authority** has been in productive talks in recent months with two airlines interested in launching nonstop air service between Boston Logan and Tokyo Narita. In order to provide the carriers with insight on the travel practices of MA's business, academic, and non-profit leaders, Massport is asking you to fill out this quick [survey](#).

## **Staff in Action**

**Susan Houston** has continued her outreach to the state's legislature to promote the benefits of incorporating MassEcon's services in the economic development reorganization plan. She was also instrumental in making an introduction between Rep. Brian Dempsey, MassEcon member Dacon, and a business looking to expand in Haverhill. Susan was also recently appointed by MassDevelopment to serve on the host committee for the national Council of Development Finance Agencies, which will be hosting its annual conference in Boston in May 2011.

**Doug Kehlhem** again packed his bags and represented Massachusetts on the road. Doug attended the BIO International Convention in Chicago from May 3-6. Doug also hosted a dinner reception for Chicago business leaders and site location consultants, which highlighted the Clean and Green Technology Sectors in Massachusetts. The first week of June Doug spent in New York City at the Medical Device and Manufacturing East Conference.

### **Rob Anderson**

Although if you call the MassEcon office you'll often find Rob answering his phone, Rob was out and about recently carrying the MassEcon banner. Rob attended the MITX (Massachusetts Innovation & Technology Exchange) event to say goodbye to Jason Schupbach from MOBD; staffed the Massachusetts, It's All Here booth at the MassMEDIC annual conference, and was a presenter at the Environmental Business Council's Brownfields Seminar: Connecting Communities with Brownfield Properties to End Users. Of note, was a tour of Patriot Place with the team from the Kraft Group. If MassEcon members haven't been down to see the development – restaurants, shops, movie theater, music stage, and the stadium – they should definitely think about it.

**Mary Duggan** spent a day in Boston with colleague Rob, visiting new MassEcon members and speaking with member prospects. Mary also traveled to Woburn to interview the CEO of Biocius Life Sciences, who is featured as the new Expert on MassEcon's ReadyMass portal. While in Woburn, Mary spoke with a new Ambassador company, Iscon Imaging, and took testimonial footage about doing business in Massachusetts.

MassEcon  
892 Worcester Street  
Wellesley, MA 02482  
Phone: (781) 489-6262  
Fax: (781) 489-6263

Would you like to let members know about news or events?  
Please contact me at [mduggan@massecon.com](mailto:mduggan@massecon.com) with the details.

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